# Quanex Building Products Corporation Fiscal 2009 Fourth Quarter and Annual Results 

December 3, 2009 5:03 PM ET

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    Better Than Expected Seasonal Demand in the Quarter
Fourth Quarter $0.41 Diluted EPS from Continuing Operations
    $124 Million Cash and Equivalents
    Company Outperformed its Market for the Quarter and Year
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HOUSTON, Dec. 3, 2009 (GLOBE NEWSWIRE) -- Quanex Building Products Corporation (NYSE:NX) today reported fiscal fourth quarter 2009 and full-year fiscal 2009 results for the period ending October 31. With fourth quarter net sales of $\$ 194.9$ million, Quanex reported income from continuing operations of $\$ 15.3$ million, which included $\$ 0.7$ million of after-tax LIFO income primarily associated with its Aluminum Sheet Products segment. Earnings from continuing operations were $\$ 0.41$ per diluted share in the quarter, which included $\$ 0.02$ per diluted share of LIFO income. The company reported seasonal demand was better than expected at its two operating segments -- Engineered Products and Aluminum Sheet Products. Also, fourth quarter results benefitted from a better than anticipated aluminum spread (sales less material costs).

For the fiscal year, the company's net sales were $\$ 585.0$ million. The loss from continuing operations was $\$ 137.1$ million, which included an after-tax impairment charge of $\$ 141.4$ million and after-tax LIFO income of $\$ 4.8$ million. Loss from continuing operations was $\$ 3.67$ per diluted share, which included $\$ 3.79$ per diluted share of impairment charges and $\$ 0.13$ per diluted share of LIFO income. Excluding impairment charges and LIFO income, the company had a fiscal 2009 loss of $\$ 0.01$ per diluted share from continuing operations.

Quarterly and Annual Highlights

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* Net sales for the quarter and the year were $194.9 million and
    $585.0 million, respectively.
* Consolidated operating income for the quarter and the year were
    $20.3 million and a loss of $180.1 million, respectively.
* Company booked $182.6 million of pre-tax impairment charges in
    the first half.
* Capital expenditures were $3.3 million and $16.2 million for the
    quarter and year, respectively.
* Cash provided by operating activities was $60.5 million for the
    year.
* Cash and equivalents totaled $123.6 million
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Commentary

ENGINEERED PRODUCTS (in millions)

|  | 4 th qtr | 4th qtr | FY | FY |
| :--- | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | $2009(1)$ | 2008 |
|  | ------- | ------- | ------ | ------ |
| Net sales | $\$ 99.9$ | $\$ 112.9$ | $\$ 323.3$ | $\$ 407.9$ |
| Operating income | $\$ 15.2$ | $\$ 10.1$ | $\$(141.4)$ | $\$ 29.9$ |

(1) Fiscal 2009 operating income includes non-cash impairment charges of $\$ 162.2$ million.

Engineered Products is focused on providing leading OEM window and door customers with value-added fenestration components, products, and systems. Key market drivers are U.S. residential housing starts and remodeling activity.
"The U.S. residential new housing market dropped $30 \%$ in our fourth quarter compared to a year ago, while residential remodeling activity was estimated to be off about $10 \%$, ," said David D. Petratis, president and chief executive officer of Quanex Building Products. "The Engineered Products segment outperformed the overall market with fourth quarter sales down $12 \%$ from the year ago period. Our sales performance was better than expected as the seasonal pick-up we experienced in residential building and remodeling activity in the third quarter carried through our fourth quarter, with October sales particularly noteworthy. We also saw our OEM customers capture additional residential remodeling and repair business. The segment's operating income was a healthy $\$ 15.2$ million, $50 \%$ higher than the year ago quarter, the result of stronger shipments, better mix and higher average selling prices."
"We are pleased with the relatively strong performance of Engineered Products, particularly in the second half of the year, and although difficult to quantify, we do believe the segment benefited from the $\$ 1,500$ energy tax credit window program and the $\$ 8,000$ first time homebuyer's tax credit that was recently extended through June 2010. However, our view of the overall housing market remains guarded, and we expect the first half of fiscal 2010 to be challenging. We will continue to conservatively size our business and inventories, consistent with how we operated in 2009."


Aluminum Sheet Products is a leading provider of common alloy aluminum sheet products for the building \& construction, transportation and other consumer durable markets. Key market drivers are U.S. residential housing starts and remodeling activity.
"Average aluminum prices were up in the fourth quarter compared to our sequential third quarter, which generally benefits our aluminum spread (sales less material costs). Spread was up $10 \%$ over the third quarter, better than we anticipated, but down $16 \%$ from the fourth quarter last year," Petratis said. "Shipments in the quarter were very healthy at 78 million pounds, off just $3 \%$ from the year ago quarter, while shipments in the aluminum market where we compete were down $23 \%$ over the same period. Compared to the sequential third quarter, our fourth quarter shipped pounds were up an impressive $21 \%$. Our strong shipments were attributable to a further uptick in seasonal demand, and ongoing short lead-time sales opportunities."

## Cash Position

"At fiscal year end, we had a cash balance of $\$ 124$ million and the company remained essentially debt-free," Petratis said. "Generating healthy cash flows was a top priority for us throughout 2009, and will remain so for 2010. Cash from operations for the year was a very respectable $\$ 60.5$ million given the historically depressed year. Our uses for cash will be to continue to fund organic growth opportunities, make strategic acquisitions, and when appropriate, raise our common stock dividend and repurchase outstanding shares."

## Fiscal 2010 Business Outlook

"High unemployment, relatively high inventories of new and existing homes for sale, and high rates of foreclosures will continue to be a drag on our business for the next twelve months. However, we do believe both new home construction and remodeling activity bottomed during fiscal 2009, and we expect slightly better sales and improved earnings in 2010 compared to 2009. We expect the first half of 2010 to be challenging and it is uncertain as to how long our end markets
will remain at depressed levels, so we must continue to operate our businesses with reduced staffs and minimal levels of materials," said Petratis. "This uncertainty carries through to our ability to precisely estimate segment operating income for fiscal 2010."
"At this time, we expect Engineered Products to earn $\$ 25$ million to $\$ 30$ million in operating income in 2010, predominantly in the second half. Improved earnings in 2010 compared to 2009 will come from a combination of new product opportunities, new customers, and modest improvements in our two end markets."
"We expect Aluminum Sheet Products to earn about $\$ 10$ million in operating income in 2010, predominantly in the second half. Our 2010 guidance assumes an aluminum spread generally in-line with 2009, and slightly higher shipments. This guidance represents an improvement over 2009 results that were negatively impacted by about $\$ 13$ million in the first half due to high scrap inventories combined with a dramatic fall in aluminum prices. While it is problematic to predict aluminum prices, we do not expect aluminum prices to fall $60 \%$ again in 2010 , nor do we expect to be impacted by high scrap inventories to the extent we were in 2009.
"Financial guidance for Engineered Products and Aluminum Sheet Products exclude estimated corporate expenses of $\$ 23$ million and any impact from LIFO. Additionally, fiscal 2010 estimates for capital expenditures, and depreciation \& amortization are $\$ 22$ million and $\$ 30$ million, respectively," concluded Petratis.

## Non-GAAP Financial Measures

## Income from Continuing Operations Excluding LIFO

Income from continuing operations excluding LIFO, impairments and separation related costs are non-GAAP financial measures. The Company believes these non-GAAP financial measures provide a consistent basis for comparison between quarters and enhances the understanding of the performance of its operations.

Set forth below is a reconciliation of reported income from continuing operations and reported diluted earnings per share from continuing operations to income from continuing operations excluding LIFO, impairments and separation related costs and diluted earnings per share from continuing operations excluding LIFO, impairments and separation related costs. The Company does not intend for this information to be considered in isolation or as a substitute for other measures prepared in accordance with GAAP.


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Diluted weighted average
    common shares outstanding
    (in thousands) 37,698 37,466
(in millions except diluted EPS
Income (loss) from continuing
    operations, as reported
        LIFO charge (income)
        Impairment of goodwill
        and intangibles
    Charges associated with
        the Company's Separation
            (stock-based compensation,
        transaction costs and other)
Income (loss) from continuing
    operations, excluding
    special items
Diluted weighted average
    common shares outstanding
    (in thousands) 37,335 38,528
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## Dividend Declared

The Board of Directors declared a quarterly cash dividend of $\$ 0.03$ per share on the company's common stock, payable December 31, 2009, to shareholders of record on December 18, 2009.

Corporate Profile
Quanex Building Products Corporation is an industry-leading manufacturer of engineered materials, components and systems serving the U.S. residential window and door markets. It is an ROIC-driven company that grows shareholder returns through a combination of organic growth via new products and programs, and strategic acquisitions.

Financial Statistics as of 10/31/09
Book value per common share: $\$ 11.22$; Total debt to capitalization: $0.5 \%$; Actual number of common shares outstanding: 37,650,312.

## Definitions

Book value per common share -- calculated as total stockholders' equity as of balance sheet date divided by actual number of common shares outstanding;

Total debt to capitalization -- calculated as the sum of both the current and long term portion of debt, as of balance sheet date, divided by the sum of both the current and long term portion of debt plus total stockholders' equity as of balance sheet date.

Statements that use the words "expect," "should," "believe," "will," "might," or similar words reflecting future
expectations or beliefs are forward-looking statements. The statements found above are based on current expectations. Actual results or events may differ materially from this release. Factors that could impact future results may include, without limitation, the effect of both domestic and global economic conditions, the impact of competitive products and pricing, and the availability and cost of raw materials. For a more complete discussion of factors that may affect the company's future performance, please refer to the company's 10-K filing on December 18, 2008, under the Securities Exchange Act of 1934, in particular the section titled, "Private Securities Litigation Reform Act" contained therein.

For additional information, visit the company's website at www.quanex.com.
QUANEX BUILDING PRODUCTS CORPORATION
INDUSTRY SEGMENT INFORMATION
(In thousands)
(Unaudited)

| Three months ended October 31, |  |  |  |  | Twelve months ended October 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  |  | 2009 |  | 2008 |
| \$ | Net Sales: |  |  |  |  |  |  |  |
|  | 99,900 | \$ | 112,866 | Engineered Products | \$ | 323,319 | \$ | 407,896 |
|  | 98,309 |  | 139,037 | Aluminum Sheet Products |  | 273,728 |  | 479,925 |
|  | 198,209 |  | 251,903 | Building Products |  | 597,047 |  | 887,821 |
|  | $(3,270)$ |  | $(5,558)$ | Eliminations |  | $(12,037)$ |  | $(18,888)$ |
| \$ | 194,939 | \$ | 246,345 | Net Sales | \$ | 585,010 | \$ | 868,933 |
| Operating Income*: |  |  |  |  |  |  |  |  |
| \$ | 15,160 | \$ | 10,101 | Engineered Products |  | 141,361) | \$ | 29,882 |
|  | 9,879 |  | 12,565 | Aluminum Sheet Products |  | $(26,416)$ |  | 40,260 |
|  | 25,039 |  | 22,666 | Building Products |  | $(167,777)$ |  | 70,141 |
|  | $(4,769)$ |  | 1,332 | Corporate and Other |  | $(12,304)$ |  | $(49,161)$ |
| \$ | 20,270 | \$ | 23,998 | Operating Income(Loss) |  | $(180,081)$ | \$ | 20,981 |

* Operating income reflects non-cash impairment charge of $\$ 182,562$ :

Twelve Months
Ended
October 31, 2009
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(In thousands)
Engineered Products $\quad \$ \quad(162,173)$
Aluminum Sheet Products
$\$ \quad(20,389)$
Total impairment loss

$$
(182,562)
$$

QUANEX BUILDING PRODUCTS CORPORATION CONSOLIDATED STATEMENTS OF INCOME
(In thousands, except per share data) (Unaudited)

Three months ended October 31,

| 2009 | 2008 |
| :---: | :---: |

$\begin{array}{ll} \\ \$ 194,939 & \$ 246,345\end{array}$

| 149,288 | 199,080 |
| :---: | :---: |
| 17,307 | 14,822 |
| -- | -- |
| 8,074 | 8,445 |
| 20,270 | 23,998 |
| (93) | (124) |
| 80 | 312 |

Net sales
Cost of sales
(exclusive of items
shown separately below)
Selling, general and administrative expense
Impairment of
goodwill and intangibles
Depreciation
and amortization

Operating income (loss)
Interest expense
Other, net

Income (loss) from
continuing operations before income taxes
Income tax
benefit (expense)
Income (loss) from continuing operations
Income (loss) from
discontinued operations,
net of taxes

Net income (loss)

Basic earnings per common share: Earnings (loss) from continuing

| \$ | 0.41 | \$ | 0.40 |
| :---: | :---: | :---: | :---: |
| \$ | -- | \$ | -- |

$\$ \quad 0.41$ \$ 0.40


[^0] operations $\$ \quad(3.67) \$ 0.41$ discontinued operations $\$$-- $\$ 0.15$

| 2009 | 2008 |
| :---: | :---: |
| \$ 585,010 | \$868,933 |
| 489,348 | 717,376 |
| 60,466 | 95,504 |
| 182,562 | -- |
| 32,715 | 35,072 |
| $(180,081)$ | 20,981 |
| (453) | (480) |
| 407 | 5,188 |
| $(180,127)$ | 25,689 |
| 43,036 | $(9,785)$ |
| $(137,091)$ | 15,904 |
| -- | 5,675 |
| \$(137,091) | \$ 21,579 |

\$ (3.67) \$ 0.43
\$ -- \$ 0.15

\$ (3.67) \$ 0.58


| \$ | 0.41 | \$ | 0.40 |
| :---: | :---: | :---: | :---: |
| \$ | -- | \$ | -- |



QUANEX BUILDING PRODUCTS CORPORATION
CONDENSED CONSOLIDATED BALANCE SHEETS
(In thousands)
(Unaudited)

| $\begin{gathered} \text { Oct. } 31, \\ 2009 \end{gathered}$ |  | $\begin{gathered} \text { Oct. } 31 \\ 2008 \end{gathered}$ |
| :---: | :---: | :---: |
|  | Assets |  |
| \$123,634 | Cash and equivalents | \$ 67,413 |
| 80,171 | Accounts receivable, net | 101,211 |
| 46,525 | Inventories, net | 63,848 |
| 20,611 | Deferred income taxes | 10,932 |
| 5,264 | Other current assets | 6,239 |
| 276,205 | Total current assets | 249,643 |
| 142,810 | Property, plant and equipment, net | 157,389 |
| 42,923 | Deferred income taxes | 3,875 |
| 25,189 | Goodwill | 196,338 |
| 47,359 | Intangible assets, net | 62,476 |
| 9,114 | Other assets | 11,126 |
| \$543,600 | Total assets | \$680,847 |
|  | Liabilities and stockholders' equity |  |
| \$ 67,010 | Accounts payable | \$ 79,512 |
| 30,329 | Accrued liabilities | 38,316 |
| 323 | Current maturities of long-term debt | 363 |
| 97,662 | Total current liabilities | 118,191 |
| 1,943 | Long-term debt | 2,188 |
| 6,655 | Deferred pension and postretirement benefits | 3,092 |
| 1,767 | Non-current environmental reserves | 2,485 |
| 13,047 | Other liabilities | 7,063 |
| 121,074 | Total liabilities | 133,019 |
| 422,526 | Total stockholders' equity | 547,828 |
| \$543,600 | Total liabilities and stockholders' equity | \$680,847 |

QUANEX BUILDING PRODUCTS CORPORATION CONSOLIDATED STATEMENTS OF CASH FLOW
(In thousands)
(Unaudited)

| 2009 | 2008 |
| :---: | :---: |



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    Effect of exchange rate changes
            on cash and equivalents
LESS: (Increase) Decrease
    in cash and equivalents
    from discontinued operations
Increase (Decrease) in cash and
    equivalents from continuing operations
    Beginning of period cash and equivalents
End of period cash and equivalents
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CONTACT: Quanex Building Products Corporation
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CONTACT: Quanex Building Products Corporation
Financial Contact:
Financial Contact:
Jeff Galow
Jeff Galow
713-877-5327
713-877-5327
Media Contact:
Media Contact:
Valerie Calvert
Valerie Calvert
713-877-5305

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        713-877-5305
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    67,413
        65,635
            32
        (202)
    -- (13,057)
1,778
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\$ 123,634 \$ 67,413
========= =========


[^0]:    Diluted earnings per common share: Earnings (loss) from continuing

    Income (loss) from

